

SlateAI – Lead Report

Lead Number: 9

Company Snapshot - Onyx Enterprise, Inc.

Name: Onyx Enterprise, Inc.

Industry: Engineering consulting (civil, electrical, mechanical, structural, infrastructure, water resources)

Size: Small (firm described as small engineering consulting firm)

Offerings: Engineering consulting, project management, construction management, permitting services, multi-discipline design (civil/electrical/mechanical/structural/architectural), community outreach, program closeout and compliance support

Recent Signal: Explicit needs noted: could use automated project-tracking workflows, AI-assisted resource allocation, and scheduling of deliverables; firm emphasizes Lean Six Sigma/process improvement and heavy public-sector work (certifications and set-aside participation) which suggests receptivity to efficiency/automation tools

Opportunity Summary

A brief summary of what opportunities are available for Slate with this lead, and why.

Likely Pain / Need

Main Problem / Need:

Likely pains: manual or fragmented project tracking and closeout processes, inefficient resource allocation across small teams, scheduling conflicts for deliverables and permitting milestones, time lost on compliance/documentation and community outreach tasks — all reducing capacity and jeopardizing timely delivery. SlateAI could address automation of workflows, AI-driven resource/schedule optimization, and document/compliance summarization to accelerate closeouts and public-sector bids.

Value Hypothesis

Statement:

SlateAI can streamline Onyx's project-management workflows by automating routine tracking, surfacing resource bottlenecks, and generating schedule-adjusted deliverable plans — reducing administrative hours and lowering risk of permit or closeout delays. A short pilot on a permit-heavy or closeout project would demonstrate time savings and improved on-time delivery, making the case for broader rollout across their offices.

Decision Contacts

Contact #1

Name + Title: UNKNOWN

Email: tbuckles@onyx-enterprise.com

Phone: (313) 409-9870

Additional Information

Next Steps:

1) Email tbuckles@onyx-enterprise.com with a short intro referencing their Lean Six Sigma and public-sector certifications; request a 30-minute discovery call to understand current PM toolchain and biggest bottlenecks. 2) Propose a scoped 6–8 week pilot: automate project-tracking for one active project (preferably permit-heavy or closeout), measure baseline vs pilot KPIs (hours saved, schedule variance, permit turnaround). 3) Prepare a tailored one-page ROI estimate and integration plan (connectors to their PM tools or simple CSV ingestion). 4) Offer references/case studies for similar engineering/program-management pilots.

Lead Score: 4

Lead Score Reason:

Strong alignment: Onyx explicitly needs automated project-tracking, resource allocation, and scheduling — core areas where SlateAI can add value. Public-sector focus and Lean Six Sigma orientation increase likelihood of adoption, though as a small firm budget and integration constraints mean a pilot approach is recommended.

Additional Notes:

Checklist: 1) Review SlateAI capabilities for PM/workflow automation and resource optimization; 2) Map SlateAI features to Onyx's project management and permitting workflows; 3) Propose a targeted pilot (project closeout or permit-heavy project) to demonstrate ROI. Additional details: Detroit HQ (7650 2nd Avenue, Suite 106, Detroit, MI 48202); Cleveland office (1100 Superior Ave, Suite 1710, Cleveland, OH 44114); phone (313) 409-9870; email tbuckles@onyx-enterprise.com. Certifications include: DHB, DSB, MBE, WBE, State of Michigan DBE-MDOT, MMSDC-MBE, Wayne County and Federal 8(a), WBENC, others. Portfolio: 31+ years experience, >\$600M construction closeouts, projects include M-1 Rail, MDOT I-94 bridge, Great Lakes Water Authority, Rouge River CSO programs, DWSD projects. Leadership: CEO active in university/advisory roles and diversity initiatives.